



Minority and Women's Business Enterprises Newsletter – December 22, 2005



IDOA PLANS NETWORKING EVENT FOR BUYERS AND SELLERS – FEBRUARY 8, 2006

IDOA's Minority and Women's Business Enterprises is planning a Networking Event for State Purchasers and Prime Contractors to network with small businesses listed in the IDOA Directory of certified firms. Certified firms will be able to access a listing of anticipated business needs from participating agencies prior to attending the event.

The event is free to businesses listed in the IDOA Directory of Certified Firms, State Purchasers and State Prime Contractors. Invitations will follow.

RESOURCE FOR GULF COAST CONTRACTING OPPORTUNITIES

The Hurricane Contracting Information Center provides a central point of reference for businesses, especially MWBE's to register and become aware of federal contracting opportunities in the Gulf Coast. Visit the website today <http://www.rebuildingthegulfcoast.gov/>.

PRIME CONTRACTORS MORE LIKELY TO FORGE WORKING RELATIONSHIP WITH ATTENDEES AT PRE-BID/PRE-PROPOSAL MEETINGS

Are you missing out on viable sub-contracting opportunities? Prime Contractors have confirmed that they are more likely to seek out the services of those MWBEs that attended the Pre-Bid Meetings and Pre-RFP Meetings.

WHY? Business is personal. Your personal introduction and explanation about the services your firm provides creates a one-to-one connection for the Prime Contractor.

STATE CONSTRUCTION POLICY EXPANDS BID SPECIFICATIONS TO INCLUDE MWBE PARTICIPATION

CERTIFIED BUSINESS RESOLUTIONS FOR THE NEW YEAR

1. Review the [IDOA List of Businesses in Short Supply](#) for opportunities to expand your business to meet the need. Apply for certification amendments if applicable.
2. Review my [Procurement Bidder Registration Profile](#) to ensure that my contact information is correct.
3. Contact the Indiana Minority Women's Business Enterprises Division with any changes in my contact information.
4. Review the Procurement Solicitation Page and/or Public Works Solicitations on a weekly basis.
5. Attend [Pre-Proposal and/or Pre-Bid Meetings](#).
6. Attend Networking and Business Matchmaking Sessions.
7. Seek out business development opportunities to grow and expand my business. Visit the [SBA Website](#) and the [HUsB \(Historically Underutilized Small Businesses\) Organization](#) for additional resources.
8. Read the MWBED Newsletter for valuable information about doing business with the state.